

## Message Text

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PAGE 01 BRUSSE 03932 281930Z  
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 USIA-15 /036 W  
-----065737 010302Z /73

R 281925Z FEB 78  
FM AMEMBASSY BRUSSELS  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 5180  
AMEMBASSY PARIS

UNCLAS BRUSSELS 03932

E.O. 11652: N/A  
TAGS: BEXP, BTIO, BE  
SUBJ: INDUSTRIAL EQUIPMENT SHOW, BRUSSELS EXHIBITION  
CENTER, MAY 28 - JUNE 1, 1978

REF: (A) KATZ - KELLER LETTER, JAN 25, 1978;  
(B) BRUSSELS 1139

1. IN RESPONSE TO REF A, WE HAVE DISCUSSED WITH THE RTT, THE BELGIAN TELEPHONE COMPANY, THE FEASIBILITY OF INSTALLING THE TYPE OF SYSTEM PROPOSED BY DR. DVORKOVITZ & ASSOCIATES. THEIR PRELIMINARY RESPONSE IS THAT SUCH AN INSTALLATION IS TECHNICALLY FEASIBLE. THEY (THE RTT) ARE NOT RPT NOT WILLING TO DISCUSS COSTS, THOUGH, OR THE POSSIBILITY OF PROVIDING COST FREE SERVICE, UNTIL THEY RECEIVE A FORMAL PROPOSAL FROM THE EMBASSY.

2. WE HAVE SENT R.T.T. A FORMAL PROPOSAL FOR INSTALLING THE SYSTEM USING THE INFORMATION CONTAINED IN THE DVORKOVITZ LETTER. WE WILL NOT RPT NOT, OF COURSE, MAKE ANY COMMITMENTS UNTIL WE HAVE INFORMED YOU OF RTT'S RESPONSE INCLUDING A COST ESTIMATE.

3. PENDING THIS, WE HAVE NOT RPT NOT YET EXPLORED THE  
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POSSIBILITY OF BORROWING A CATHODE TAY TUBE, EXCEPT THAT WE HAVE DETERMINED THAT SUCH A TUBE WILL HAVE TO COME FROM A COMMERCIAL SOURCE. IT MAY BE POSSIBLE THAT A LOCAL FIRM WILL BE WILLING TO LOAN US A TUBE IN RETURN FOR PUBLICITY AT THE STAND.

4. IN THE INTERIM, WE HAVE BEEN APPROACHED WITH ANOTHER

PROPOSAL FOR DEMONSTRATION OF A DATA RETRIEVAL SYSTEM  
AT OUR BOOTH. THIS IS THE VISUAL SEARCH MICROFILM FILE  
(VSMF) SYSTEM PRODUCED BY INFORMATION HANDLING SERVICES  
AND PRESENTLY IN USE IN THE COMMERCIAL SECTION OF  
EMBASSY PARIS.

5. WE HAVE NOT RPT NOT YET RESPONDED TO INFORMATION  
HANDLING SERVICES' PROPOSAL. IT IS POSSIBLE WE COULD  
DEMONSTRATE BOTH THE DVORKOVITZ AND THE VSMF SYSTEM IN  
OUR BOOTH, BUT SPACE FOR CATALOGS WOULD BE RESTRICTED  
IF WE WERE TO DO SO.

6. FOR PARIS: IF, AND THE IF REMAINS VERY TENTATIVE,  
WE DEMONSTRATE THE VSMF SYSTEM, WE MAY ASK TO BORROW  
YOUR CASSETTE COLUMN.

7. FOR COMMERCE: IN RESPONSE TO AN ATTRACTIVE OFFER FROM  
THE MANAGEMENT OF THE INDUSTRIAL EQUIPMENT SHOW TO RENT  
US A BOOTH IMMEDIATELY ADJACENT TO THE SHOW'S SECRETARIAT  
BOOTH, WE HAVE AGREED TO TAKE A 38.5 SQUARE METER  
SPACE INSTEAD OF THE 35 SQUARE METERS MENTIONED IN  
REF B.

8. BECAUSE OF THIS, AND ALSO BECAUSE STAND CONSTRUCTION/  
DISMANTLING COSTS HAVE RISEN SHARPLY, WE ARE SUBMITTING  
BELOW A REVISED COST ESTIMATE FOR OUR PARTICIPATION IN  
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THE SHOW. THIS ESTIMATE DOES NOT INCLUDE POSSIBLE  
COSTS OF THE RTT SATELLITE HOOKUP OR RENTAL OF A CATHODE  
RAY TUBE. ESTIMATED COSTS ARE:

SPACE RENTAL (38.5 M2)	BF 44,600
STAND CONSTRUCTION/DISMANT-	
LING (INCLUDING ELECTRICITY)	50,000
TELEPHONE	3,000
OVERTIME	12,000
MISC. (PUBLICITY, HOSPITALITY,	
ETC.....)	10,000
TOTAL	BF 119,600

9. GIVEN PRESENT MARKET CONDITIONS, WE WILL  
REFRAIN FROM GIVING AN ESTIMATED DOLLAR EQUIVALENT FOR  
THE 119,600 BF ESTIMATE. CHAMBERS

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## Message Attributes

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